

Learning Services

Market Survey Questions – Amendment 1

1. When is the response to this survey due?
 - a. 9:00 AM EST, December 10, 2012, as an attachment to an email.
2. Is the incumbent eligible to re-bid if this opportunity does turn into an 8(a) set aside solicitation?
 - a. The incumbent is not an 8(a) certified business. No set aside determination has been made at this time.
3. Is the FAA not seeking comments at this time from large business entities?
 - a. At this time, the FAA is only seeking comment from small businesses.
4. Will there be a point in time where the FAA conducts a similar survey from large businesses?
 - a. The FAA does not anticipate another survey prior to release of a Screening Information Request. The purpose of the market survey is to determine the level of interest and capability among small businesses.
5. If the FAA determines that adequate competition exists among 8(a) companies for this requirement, will the incumbent be eligible to re-bid?
 - a. See the answer to question 2.
6. Do they meet the \$10 million size standard?
 - a. The FAA does not know that information at this time.
7. Why has the size standard changed from \$7 million to \$10 million?
 - a. The size standard changed as a result of the Jobs Act of 2010, whereby the President required the Small Business Association to adjust the size standards for small businesses.
8. What is the expected level of effort for this project in terms of FTEs and dollar value per year and total?
 - a. Level of effort has not been determined at this time and will be determined as part of the anticipated competition.

9. Is there any curriculum development or other related consulting tasks included in this requirement or is the only task to provide trainers/facilitators?
 - a. There will be some curriculum development included in this effort.
10. Are the two past performance references included in the 5-page response limit?
 - a. The past performance references are separate from the 5-page response.
11. Has the source of funding been identified and committed or simply identified?
 - a. At this stage, the market survey stage, committed funding is not required. If and when a SIR is issued, funding will be committed to the project (or the SIR will state explicitly that no funding has been committed to the project).
12. Can you please provide the full name for all courses referenced in Appendix B FY 10 Student Totals? In addition, can you provide the course length for each course?

DSM: Decision-Making for Sr. Managers, 4.5 days

FMC2: Frontline Managers Course–Phase 2: *Managing for Results*, 8 days

FMC3: Frontline Managers Course-Phase 3: *Managing for High Performance*, 4 days

I3: Influence, Inquiry and Implications, 6.5 days

LMR: Labor Management Relations, 4.5 days

LOC: Leading Organizational Change. 3 days

MCM: Managerial Coaching & Mentoring, 3 days

MMC: Middle Manager Course, 4.5 days

SFI: Strategy Formulation and Implementation, 4 days

CCM: Constructive Conflict Management, 2 days

EDM: Enhanced Decision Making, 0.5 days

IWDP: MBTI and Interacting with Difficult People, 0.5 days

PDP: Professional Development Planning, 0.5 days